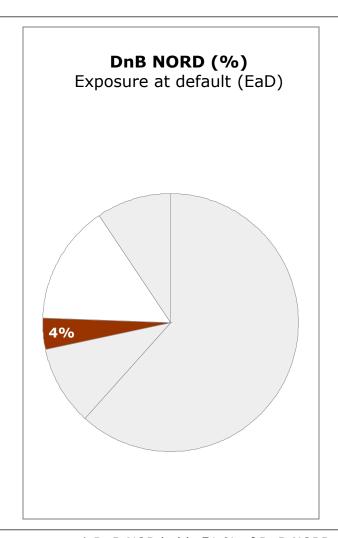


Capital Markets Day 26 March 2009

# From growth to consolidation in DnB NORD

Leif Teksum, group executive vice president

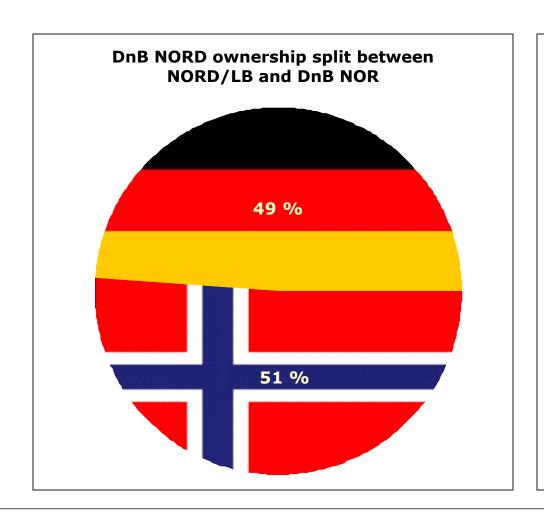
## DnB NORD constitutes 4.4 per cent of DnB NOR's total lending



## Total lending in DnB NOR 2008 (NOK bn) ■ Private individuals ■ Corporate clients ■ DnB NORD 619 470 98 DnB NORD \* DnB NOR\*\*



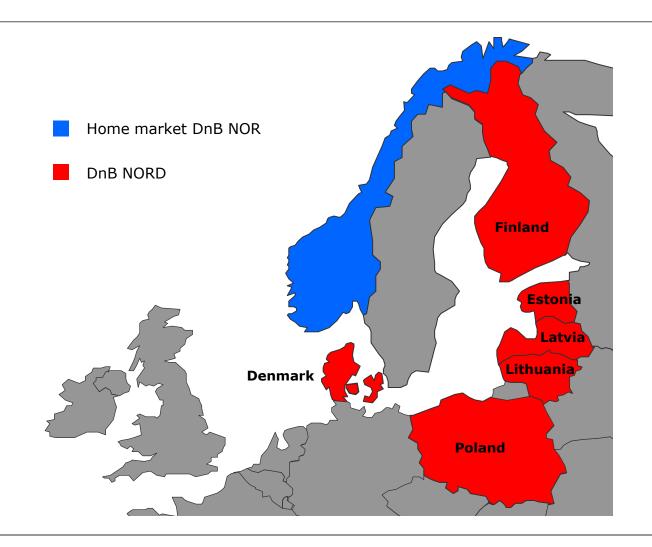
## Risk related to capital and funding shared 51/49



- DnB NOR consolidates
  DnB NORD 100 %, adjusted
  through minority interests
- DnB NOR is committed to providing 51 % of capital as well as meeting 51 % of funding needs

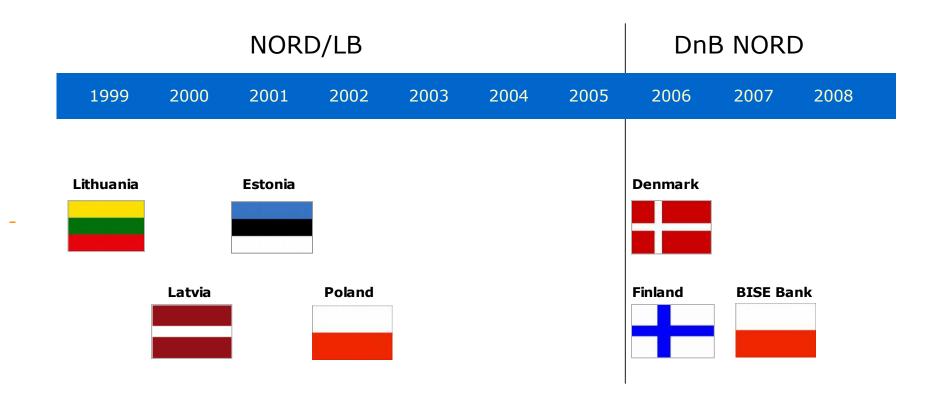


## DnB NORD present in six countries

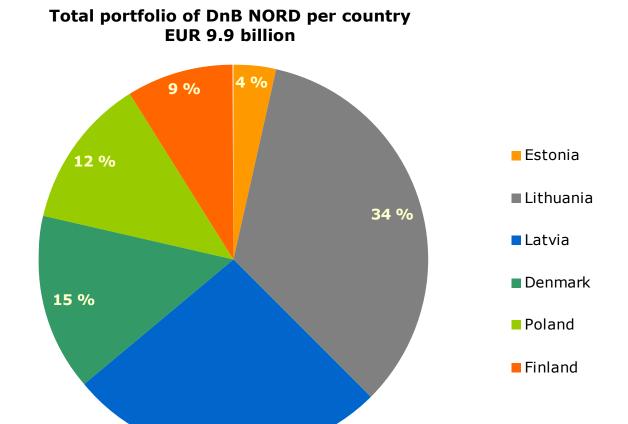




## Joint venture for three years – portfolio existed for ten years



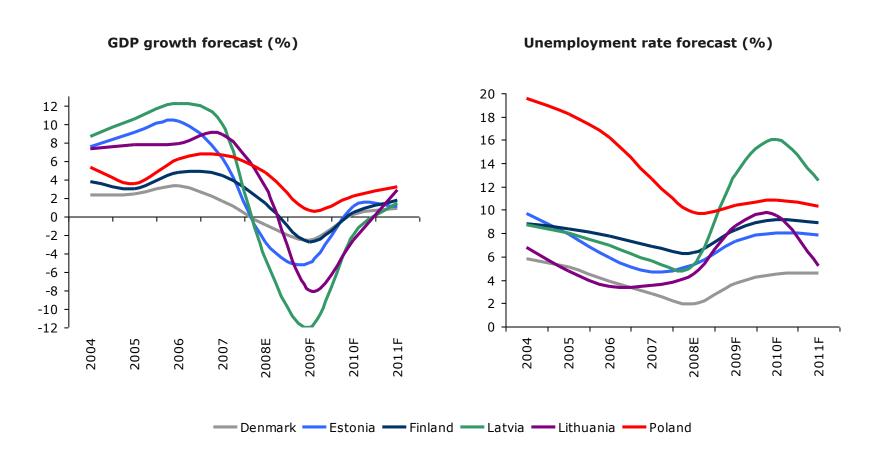
## Well-diversified portfolio across countries



26 %



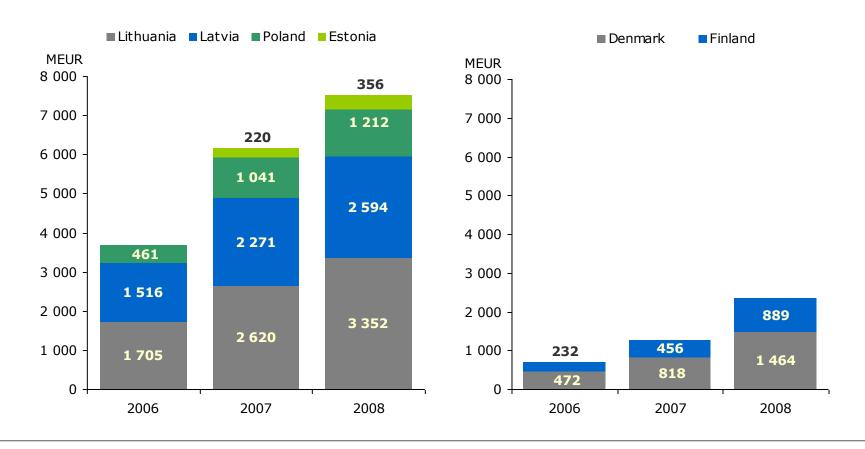
## Rough times expected, especially in the Baltics



Source: EIU (Economist Intelligence Unit), DnB NOR Markets

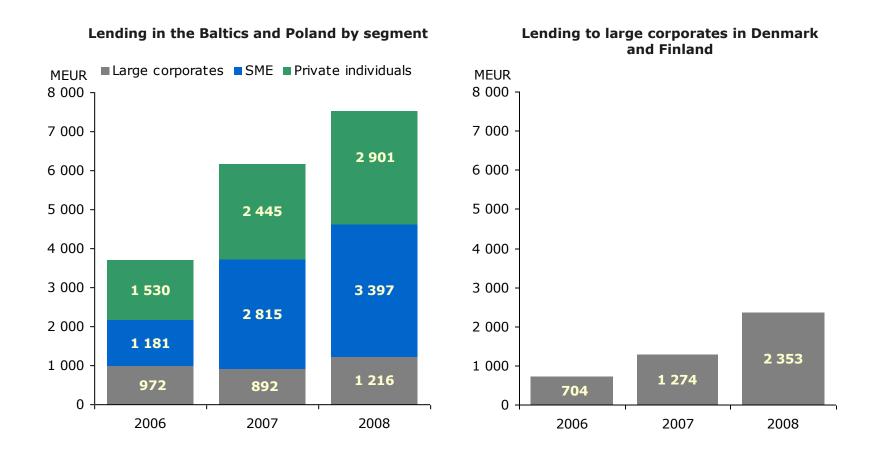


## DnB NORD – development in total lending





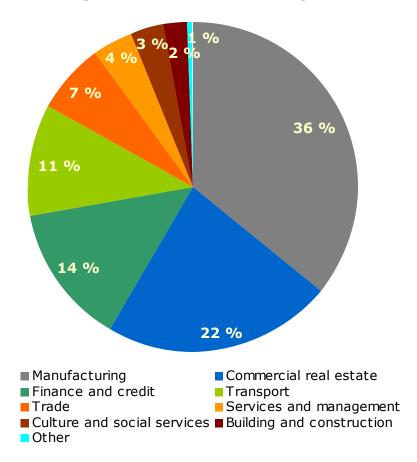
## Limited exposure to large corporates in DnB NORD's core markets





## Diversified portfolio in Denmark

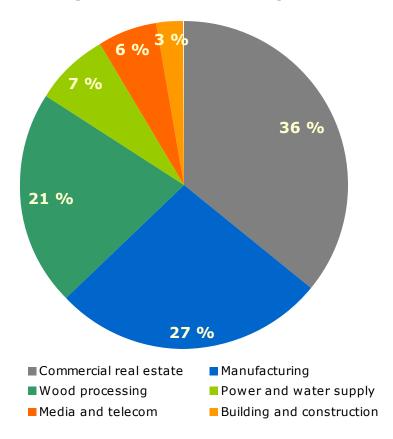
#### **Lending volumes in Denmark by sector**



- The Danish portfolio consists of only large corporates
- 14 % of the portfolio represents leveraged buy-outs, mostly within manufacturing
- Steep fall in the real estate market caused high loanloss provisions in 4Q 2008.

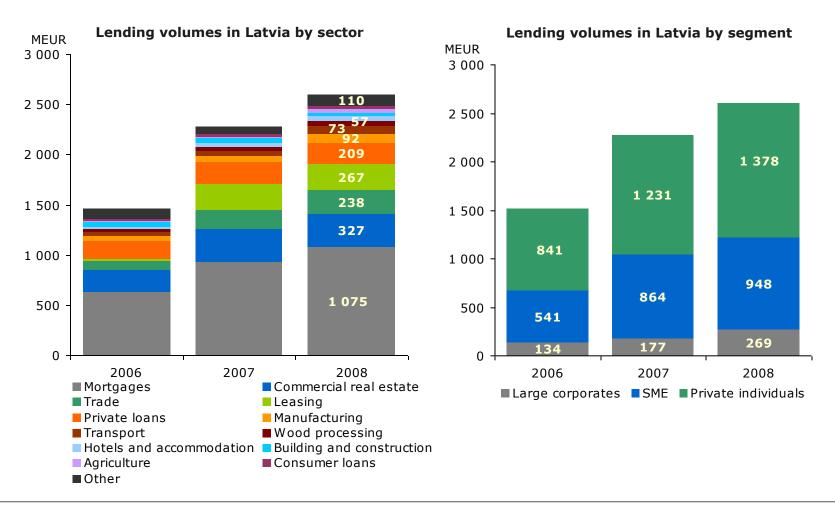
### Large corporates with low risk profile in Finland

#### Lending volumes in Finland by sector



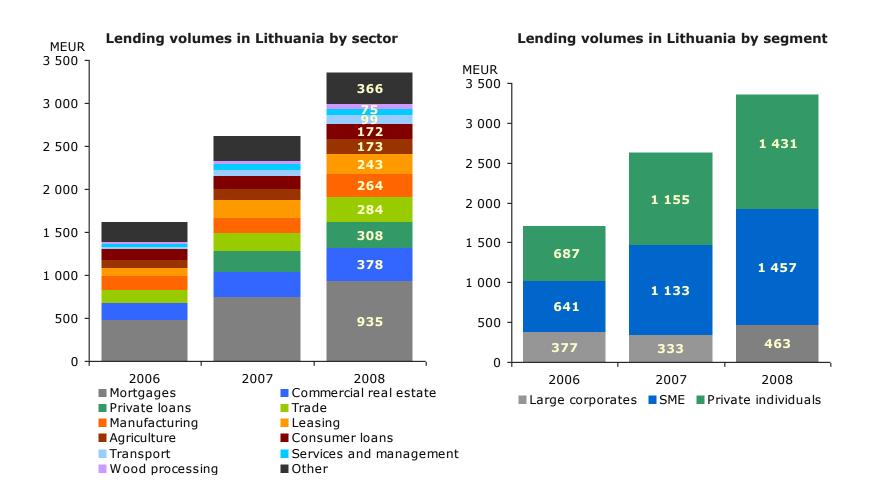
- 77.7 % of lending is classified as low risk (PD 0-0.75%) and 22.3 % as medium risk (PD 0.75-2.0%)
- All exposures within commercial real estate have a loan-to-value ratio of less than 65 %, and all customers have a diversified portfolio
- Still no non-performing or doubtful loans
- No leveraged buy-out exposure

## Retail exposure in Latvia



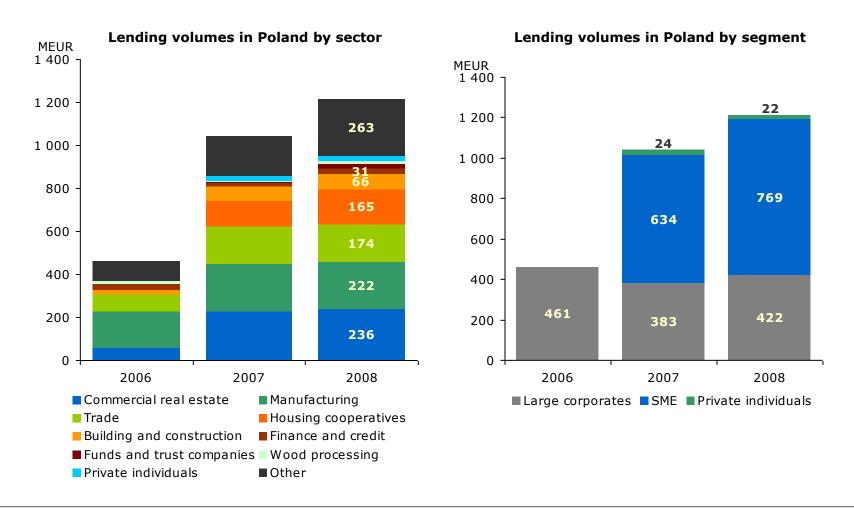


## Focus on SME and retail segments in Lithuania





## Polish business in line with SME strategy

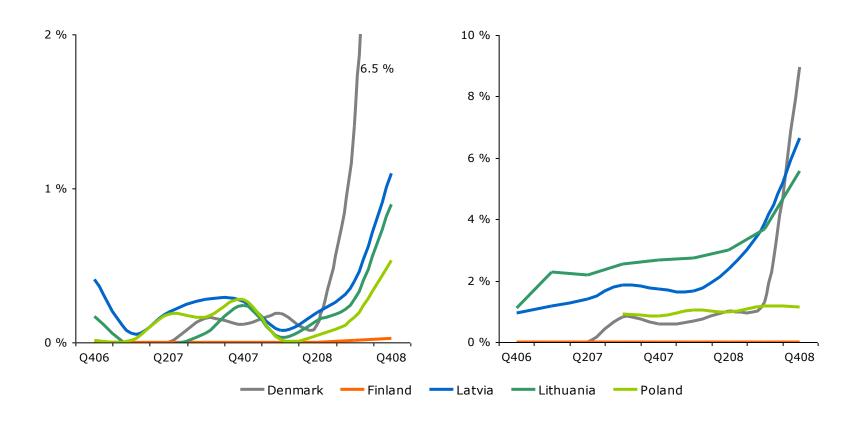




## Areas with longer historical presence have the lowest losses

#### **Loan-loss provisions DnB NORD Group**

#### Non-performing loans DnB NORD Group



<sup>\*</sup> Adjusted for accumulated write-downs before the consolidation of BISE Bank



## Active involvement required by shareholders

Both DnB NOR and NORD/LB fully committed to providing capital and liquidity

Strengthening of management at holding level

Credit officers with experience from past crisis deployed in the Baltics

Workout team in place in Denmark

DnB NOR is expecting and prepared for rough times ahead